

# UJALA RACHCHH

## Business Development Executive

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📍 Mumbai



## SUMMARY

Business Development Executive with over 4 years of experience. Demonstrates a history of success in multi-state businesses, utilizing data-driven strategies and relationship building to maximize revenue generation. Noted for lead generation, sales pipeline management, and strategic planning skills. Adept at understanding customer needs and delivering customized solutions. Poised for continued professional growth and ready to apply a robust skill set in a new challenging environment.

## EDUCATION

### Bachelor of Science

**Annamalai University**

📅 06/2017 - 05/2020

### High School

**Vidya Niketan Higher Secondary School**

📅 06/2014 - 05/2016

### Intermediate

**Shree Maharshi Vidya Mandir CBSE**

📅 06/2012 - 05/2014

## SKILLS

**Data-driven Strategies**

**Prospect targeting**

**Relationship Building & rapport**

**Sales Pipeline management**

**Lead Generation**

**Negotiation Skills**

**Client acquisition**

**Team Leadership**

**Strategic Planning**

## LANGUAGES

**English**

Native



**Gujarati**

Native



**Hindi**

Native



**Marathi**

Native



## EXPERIENCE

### Senior Business Development Executive

#### Campalin Innovations

📅 04/2023 - 10/2023 📍 Bengaluru

- Implemented data-driven sales strategies utilizing market research and analysis to target high-potential prospects and optimize revenue generation.

### Senior Business Development Executive

#### Newton School

📅 06/2022 - 02/2023 📍 Bengaluru

- Develop and implement strategies to attract and retain high-value clients for Newton School's programs in the market.
- Assessed customer needs and developed customized solutions to drive sales

### Business Development Executive

#### UpGrad

📅 05/2021 - 05/2022 📍 Location

- Achieved sales goals and targets by cultivating and securing new customer relationships.
- Developed deep understanding of customer needs, priorities and pain points to deliver customized services.

### Business Development Intern

#### Areena Events and Promotions

📅 03/2018 - 03/2020 📍 Location

- Implemented Creative sales and marketing techniques to generate revenue and attract new clients.
- Assist in identifying and targeting potential clients and industries to expand Areena Events and Promotions' network and revenue opportunities